

# Clean Cities International: U.S Technology Abroad

Tommy Foltz, President

Foltz Energy Marketing

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# Why Clean Cities International?

## ❖ Create Economies of Scale

- ❖ Major Issue with AFV industry is incremental costs due to poor economies of scale.
- ❖ Deployment of vehicles anywhere creates higher demand, for U.S. industry, which will help bring down incremental costs.
- ❖ Lower incremental costs will be enjoyed in the U.S. creating even higher demand, which will further reduce oil imports, greenhouse gases and criteria pollutants.
- ❖ For instance, John Deere????????



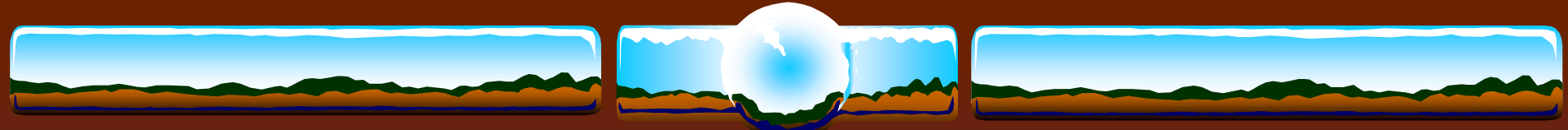
# International Clean Cities Trade and Fact Finding Mission

- ❖ Concept: Familiarize international audiences with North American AFV technology.
- ❖ Two Components:
  - ❖ Software Tour
    - ❖ Financing, policy, credit trading, financial assistance
  - ❖ Hardware Tour
    - ❖ “Kick the tires”



# Itinerary (August 1999)

- ❖ Monday and Tuesday – Washington, DC
- ❖ Wednesday – Denver, CO
- ❖ Thursday – Southern California
- ❖ Friday – Dallas, TX



# Washington, DC (Monday/Tuesday)

- ❖ U.S. DOE
- ❖ U.S. Trade and Development Agency
- ❖ International Development Bank (IDB)
- ❖ ExIm Bank
- ❖ World Bank
- ❖ Thomas and Bluebird Bus
- ❖ Cummins Engines
- ❖ Natural Gas Vehicle Coalition
- ❖ Greenhouse Gas Credit Planning Discussion



# Denver, CO (Wednesday)

- ❖ Tour Denver International Airport with United Airlines Personnel
  - ❖ Natural Fuels Corporation (Discussion of retail fueling operation and view equipment packaging)
  - ❖ Discussion with Dr. Jerry Gallagher, Office of Health, City and County of Denver on health benefits of NGVs.
  - ❖ Sampled Buffalo meat.
- (Similar geography was a major reason for visiting Denver)



# Southern California (Thursday)

- ❖ NGV EcoTrans (Los Angeles)
  - ❖ Vehicle Upfitter
- ❖ ElDorado National (Chino)
  - ❖ Bus Manufacturer
- ❖ Sunline Transit (Palm Springs)
  - ❖ Transit property operates 100% CNG
  - ❖ Local media coverage (TV and Print)



# Dallas, Texas (Friday)

- ❖ Familiarization with LNG
- ❖ Tour of Dallas Area Rapid Transit (DART)
- ❖ Tour of Lone Star Energy
- ❖ Point of departure from the United States





# Results:

- ❖ Meeting within one week with U.S. Ambassador to Chile to reiterate intention to move forward with conversion of buses.
- ❖ October announcement of \$1.2 million subsidy for bus operators who wish to switch fuels.
- ❖ President Lagos announces desire to push for replacement of diesel buses with natural gas during campaign.
- ❖ March 15<sup>th</sup> edition of El Mercurio: Regional Environmental Commission establishes official plan to replace 4,000 diesel buses with natural gas by 2005.



# Hemispheric Interest

- ❖ Requests from other countries for similar tour include:
  - ❖ Argentina
  - ❖ Brazil
  - ❖ Colombia
  - ❖ Costa Rica
  - ❖ Peru
  - ❖ Venezuela



# Partners Rolled out the Red Carpet

- ❖ GRI
- ❖ Washington Gas (Vehicles)
- ❖ Thomas Built (Lunch)
- ❖ Natural Fuels (Lunch/Tours)
- ❖ Southern California Gas (Transportation/Tours)
- ❖ ElDorado National (Lunch/Tour)
- ❖ Sunline Transit (Refreshment/Presentation/Tour/Media)
- ❖ Lone Star (Lunch/Tours)
- ❖ U.S. TDA (Meeting facilities)



# Contact Information:

- ❖ Marcy Rood, US DOE, Clean Cities
  - ❖ 202-586-8161
  - ❖ Marcy.Rood@ee.doe.gov
- ❖ Tommy Foltz, Foltz Energy Marketing:
  - ❖ 202-393-6690
  - ❖ Tfoltz@Prodigy.net
- ❖ Julie Doherty, SAIC:
  - ❖ 703-676-5253
  - ❖ Julie.P.Doherty@SAIC.com